



NEWS & VIEWS

SBA News and Views is a monthly publication of the SBA Wisconsin District Office. Its purpose is to provide Wisconsin lenders and small business leaders with up-to-date information on SBA programs and small business issues. It is distributed at no cost, and the reprinting of articles is encouraged

Serving America's Small Businesses

U.S. Small Business Administration Wisconsin District Office

**Eric Ness, District Director
May 2006**

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SBA Home Page
<http://www.sba.gov>
Wisconsin SBA Home Page
<http://www.sba.gov/wi>

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SBA Administrator Resigns

SBA Administrator Hector V. Barreto announced that he is stepping down as head of the agency to become national chairperson of The Latino Coalition, a prominent Hispanic advocacy organization based in Washington, DC. Barreto has led the SBA since July 2001 and is the second longest serving Administrator in the agency's 53-year history.

Barreto, in his letter of resignation to President George W. Bush said, "It has been a unique honor to serve as Administrator of the U.S. Small Business Administration and to help execute your vision to bring unprecedented opportunities to all entrepreneurs in every community as they seek to realize their dreams. I am proud that the agency has delivered strong results and achieved historic milestones on behalf of a vital component of our great economy, America's small businesses."

During Barreto's tenure, the SBA has seen significant growth in its lending, technical assistance and procurement programs, especially as they apply to minorities and women. Between 2001 and 2005, the agency doubled the number of loans made through the main SBA business loan programs. There has also been a steady increase in the number of clients obtaining technical assistance, education, and counseling through the SBA and its resource

partners. Additionally, because of active engagement between the SBA and federal agencies, procurement dollars going to small businesses have reached all-time highs.

The SBA has also responded in an unprecedented manner following last year's devastating hurricanes. Through the agency's disaster assistance program, more than \$8.4 billion in low-interest disaster loans have been made to businesses and homeowners in the disaster area, more than double the next largest disaster response in the SBA's history.

"Accountability, greater efficiencies, and results-oriented management are now part of the SBA culture", Barreto also stated in the letter. "I am confident that the foundation has been established for even better results in the future to the benefit of our small business clients as well as the U.S. taxpayer."

Barreto has agreed to remain in his post as SBA administrator during a transition period.

As national chairman of the Latino Coalition, Barreto will lead an organization whose mission is to develop and promote policies that will foster economic equivalency and enhance overall business, economic and social development of the American Hispanic community.

Lender Information

We have been getting quite a number of calls on the loan closing forms. The list of forms needed for the loan closings are listed on the second page of the Loan Authorization and are listed below. Please make sure to review these forms so that you are aware of what is required.

- SBA Form 147, Note
- SBA Form 1050, Settlement Sheet
- SBA Form 159, Compensation Agreement
- SBA Form 722, Equal Opportunity Poster
- SBA Form 148, Guarantee

The aforementioned forms can be found at www.sba.gov/banking/.

If you have any trouble downloading any of the forms, please contact one of the SBA offices for assistance.

Lenders may use computer-generated versions of the above mandatory SBA forms, as long as they are exact reproductions.

SBA Small Business Online Training Network

Now is the time to log on to SBA's Small Business Training Network, which is expanding its inventory of online courses in 2006 to meet the ever-changing needs of small businesses across the country. "Entrepreneurs will discover that state-of-the-art training is available 24/7 from their home, business or wherever they have Internet accessibility," said Cheryl A. Mills, SBA Associated Deputy Administrator for Entrepreneurial Development.

The SBTN, www.sba.gov/training, is a virtual campus housing training

courses, workshops, publications, information resources, learning tools and direct access to electronic counseling and other forms of technical assistance designed to assist entrepreneurs and other students of enterprise. The dynamic learning center is designed to help small business compete in a constantly changing, global environment.

Mills said the SBTN will feature new courses this year with a greater emphasis on helping existing small businesses grow. A number of the new featured courses will be developed by the Small Business Development Center program. SBTN will continue to offer more than 40 courses designed to help new businesses get started. Training is also available on hot topics such as cyber security and E-commerce.

"The most popular course offered is *Entrepreneurship: Starting and Managing Your Own Business*", said Mills. These are just a few of the comments received from students of that course:

- ❖ "It helped me figure out exactly what type of business I wanted."
- ❖ "The course gave me the knowledge to know what to do and what not to do when starting a business."
- ❖ "It helped me organize my thoughts and gave me inspiration."

"The added benefit of training can make all the difference to the success of a small business," said Mills. Why wait? Log on today!

Advocacy Saves Small Businesses \$6.6 Billion

The Office of Advocacy, the "small business watchdog" of the government saved small business

over \$6.6 billion in fiscal year 2005. By working with federal agencies to implement the Regulatory Flexibility Act (RFA), Advocacy ensured the voice of small business was heard in the regulatory process. That effort resulted in rules, which met their regulatory goals while at the same time lessening the burden on small business compared with the original proposals.

"The Office of Advocacy is proud to live up to its reputation as a fighter for American small business," said Chief Counsel for Advocacy Thomas M. Sullivan. "When the voice of small business is heard in the regulatory process, better decisions are made and better rules are written. By working closely with small business owners, their representatives, and with federal agencies, our staff showed that one-size-fits-all rules are not the best solution. Our cost savings show that, many times, original proposed rules can impose unintended costs on America's innovative, job-creating small businesses."

The \$6.6 billion in forgone regulatory cost savings by small business are outlined in the *Report on the Regulatory Flexibility Act, FY 2005*, released by the Office of Advocacy.

The report also highlights other Advocacy accomplishments in RFA compliance and compliance with President Bush's Executive Order 13272, which mandates additional agency actions to limit the impact of proposed rules on small business.

These accomplishments include:

- An additional \$966 million in annual recurring savings for small entities.
- Twenty-one agency training seminars focusing on how to comply with the RFA and EO 13272.

- Two dozen comment letters submitted to agencies by Advocacy, outlining how compliance with the RFA would result in better rules and reduce burdens on small businesses.

Advocacy research shows that the smallest of businesses annually spend \$7,647 per employee to comply with all federal regulations. That is 45% more than the \$5,282 per employee spent by firms with 500 employees or more.

The Office of Advocacy, the “small business watchdog” of the government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress and the President. It is the source for small business statistics presented in user-friendly formats and it funds research into small business issues.

For more information and a full copy of the report, visit the Office of Advocacy website at www.sba.gov/advoc.

Know The SCORE:

Aspiring small business owners and entrepreneurs often wonder where they can turn for help with their small business idea. If you're not afraid to ask for advice, the SBA can help you navigate through the seemingly uncharted waters of business start-up.

SCORE “Counselors to America's Small Business” is the best source of free and confidential small business advice to help you build your business – from idea to start-up to success. The SCORE Association, headquartered in Washington, D.C., is a resource partner of the U.S. Small Business

Administration. It is a nonprofit association dedicated to entrepreneurial education and the formation, growth, and success of small businesses nationwide.

SCORE's extensive, national network of 10,500 retired and working volunteers are experienced entrepreneurs and corporate managers/executives. These volunteers provide free business counseling and advice as a public service to all types of businesses, in all stages of development.

SCORE has experts in virtually every area of business management and maintains a national skills roster to help identify the best counselor for a particular client. Volunteer counselors share their management and technical expertise with both present and prospective small business owners.

SCORE volunteers are members of 389 locally organized chapters offering assistance in almost 800 locations throughout the United States, Puerto Rico, the U.S. Virgin Islands, and Guam.

The key qualification SCORE counselors bring to clients is real-world experience. SCORE business counselors have general management and specific industry experience that can benefit your business. SCORE business counselors may be working or retired business owners, business executives or operations managers.

All SCORE counselors receive specialized training in counseling and mentoring.

SCORE volunteers can help prospective and established small business owners and managers identify problems, determine the causes, and find solutions. They are

well-versed in developing effective business plans and creating strategies for business growth.

SCORE also offers low-cost workshops and seminars at the local chapter level. Topics are planned to help address specific interests in a given community.

Workshop topics have included: Developing Your Business Plan; Starting and Operating Your Own Business; Getting Financing for your Business; Expanding Your Business; and Marketing for Small Business.

Any small business can obtain help from SCORE. The approach is confidential and personal. You don't need to be applying for or have an SBA loan to participate in the program. In fact, an idea is all that is necessary for consultation and counseling.

SCORE offers counseling online with a Web site created and managed by volunteers. Visitors to the site choose from a list of counselors with expertise in business areas that interest them and write a question to a counselor who is best matched for their business or industry, and get an answer by e-mail. Online counselors handle more than 60,000 e-mail inquiries each year.

SCORE also offers a workbook entitled *How To Really Start your Own Business*, and a variety of other workbooks and planning guides, including how to get financing, how to choose a bank, how to start a home-based business and other topics. To get free and confidential business advice, and to find the nearest SCORE chapter, visit online at www.score.org, or call SCORE toll-free at 800-634-0245. SCORE's online e-mail counseling gives entrepreneurs the opportunity to send their small business question by e-mail to a SCORE counselor anywhere in the country.

SCORE Corner**Volunteers Wanted**

SCORE – Counselors to America Small Businesses, needs additional experienced businesspersons and women. SCORE, working through the Small Business Administration, counsels' people who wish to start a business and people with existing businesses who need help. SCORE also offers a Small Business Workshop that teaches business fundamentals needed for business startup. Retired persons will find this a very interesting and rewarding volunteer experience.

For more information, call Carole Kauss in Milwaukee at 414/297-3942 or send your resume to: **SCORE**

Attn: Membership Chairperson
310 W. Wisconsin Ave, Ste 425
Milwaukee, WI 53203

April 2006
SBA/Lender Loans

Amcore Bank NA, Rockford, IL – 2 Loans for \$428,000
American Alliance Bank, Lake City, MN – 1 Loan for \$276,000
Anchor Bank FSB, Madison – 2 Loans for \$430,000
Associated Bank
 Green Bay – 27 Loans for \$2,529,300
Baylake Bank, Sturgeon Bay – 2 Loans for \$161,000
Capital One Federal Savings Bank
 McLean, VA – 12 Loans for \$545,000
Charter Bank Eau Claire
 Eau Claire – 1 Loan for \$350,000
Citizens Bank,
 Kaukauna – 1 Loan for \$300,500
Citizens State Bank,
 Hudson – 1 Loan for \$989,000
Community Bank & Trust,
 Sheboygan – 6 Loans for \$1,002,000
Community First CU, Appleton – 2 Loans for \$131,000
Community State Bank
 Union Grove – 1 Loan for \$100,000

Cornerstone Community Bank
 Grafton – 2 Loans for \$65,000
Covantage CU,
 Antigo – 1 Loan for \$200,000
Evergreen State Bank
 Stoughton – 1 Loan for \$80,000
Farmers Savings Bank
 Mineral Point – 1 Loan for \$500,000
First Bank Financial Centre
 Oconomowoc – 1 Loan for \$35,000
First National Bank, Christiansburg, VA - 1 Loan for \$20,000
First National Bank in Manitowoc
 Manitowoc – 1 Loan for \$100,000
First National Bank-Fox Valley
 Neenah – 3 Loans for \$145,000
First National Bank-River Falls
 River Falls – 1 Loan for \$283,000
Fox Communities CU
 Appleton – 2 Loans for \$664,000
Great Lakes Asset Corporation
 Green Bay – 1 Loan for \$824,000
Green Lake State Bank
 Green Lake – 1 Loan for \$109,000
Horicon Bank
 Horicon – 1 Loan for \$35,000
ISB Community Bank
 Watertown – 1 Loan for \$150,000
Johnson Bank
 Racine – 6 Loans for \$776,225
JPMorgan Chase Bank NA
 Houston, TX-4 Loans for \$1,099,800
Layton State Bank
 Milwaukee – 3 Loans for \$210,000
M&I Marshall & Ilsley Bank
 Milwaukee – 14 Loans for \$1,399,800
Milwaukee Western Bank
 Milwaukee – 1 Loan for \$90,000
Monona State Bank
 Monona – 1 Loan for \$30,000
Park Bank
 Brookfield – 2 Loans for \$60,000
Pyromax Bank FSB
 Greenfield – 2 Loans for \$230,000
River Cities Bank
 Stevens Point – 1 Loan for \$512,000
 WI Rapids - 1 Loan for \$154,400
TOTAL: 2 Loans for \$666,400

River Valley State Bank
 Wausau – 1 Loan for \$22,000
S&C Bank
 New Richmond – 1 Loan for \$50,000
Southport Bank
 Salem – 1 Loan for \$361,000

State Bank of Chilton
 Chilton – 1 Loan for \$2,000,000
The Park Bank
 Madison – 1 Loan for \$20,000
The Reedsburg Bank
 Reedsburg – 1 Loan for \$90,000
Timberwood Bank
 Tomah – 1 Loan for \$85,000
Tomahawk Community Bank
 Tomahawk – 1 Loan for \$225,000
Twin Cities-Metro Certified Development, Shoreview, MN
 1 Loan for \$412,000
US Bank NA, Cincinnati, OH
 21 Loans for \$1,126,800
Waukesha State Bank
 Waukesha – 1 Loan for \$75,000
Wells Fargo Bank NA
 San Jose, CA – 10 Loans for \$958,000
Wisconsin Business Development Finance Corp.
 Monona – 13 Loans for \$5,983,000

SBA April 2006
Microloans

Advocap, Inc.
 4 Loans for \$38,000
Lincoln Neighborhood Redevelopment Corp.
 2 Loans for \$30,000
Wisconsin Women's Business Initiative Corp.
 3 Loans for \$40,000

FREE EVENT
Small Business Forum
June 6, 2006 in Appleton

Financing, Safety, Hiring Issues, Unemployment Issues, Sales Tax, State and Federal e-Filing and more.

RSVP Today - Send e-mail to:
Deanna.Esser@NFIB.org

Include: Name
 Business Name
 Phone Number
 E-mail address

SAVE THE DATE.....
SAVE THE DATE.....
June 22nd

ATTENTION!

**SERVICE DISABLED VETERAN SMALL
BUSINESS OWNERS**

**Come to our upcoming procurement
event for bid matchmaking.**



**On JUNE 22, 2006
AT
THE CLEMENTS J. ZABLOCKI VAMC
MATOUSEK AUDITORIUM
5000 WEST NATIONAL AVENUE
MILWAUKEE, WI 53295**



The VA and SBA would like to see your participation.

CONTACT THE FOLLOWING FOR FURTHER INFORMATION

**Cheryl Jordan @ 414/297-3951, Joseph Rosner @ 414/297-1178
or Linda Krysiak @ 414/297-1455**



- ▶ **Need Help Getting your Small Business Started?**
- ▶ **Looking for Financing to Help Grow your Small Business?**

The U.S. Small Business Administration Can Help!

Call us today to arrange a meeting and find out how the SBA or one of our resource partners can help you.

Call Becky at (608) 441-5519 to schedule an appointment at one of our two convenient Madison locations:

**McALLEN T.E.C. Center
(across from MATC)
3591 Anderson Street
Room 223
Madison, WI 53704**

**SBA
WI District Office
740 Regent Street
Suite 100
Madison, WI 53715**



**U.S. Small Business
Administration
Your Business Partner**